



PR/118522 | Business Development Manager (Cybersecurity)

Job Information

Recruiter

JAC Recruitment Thailand

Job ID

1566533

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Thailand

Salary

Negotiable, based on experience

Refreshed

January 20th, 2026 05:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Role Overview

Our partner company is looking for Business Development Manager, who familiar with CrowdStrike, to drive business growth in Thailand by managing reseller partners, building end-user pipeline, and supporting marketing activities. Work closely with internal teams and partners to achieve revenue goals.

Key Responsibilities

- Manage and grow sales pipeline with partners and end-users.
- Recruit and onboard reseller partners.
- Support marketing campaigns and events to generate leads.
- Ensure partners use available programs and tools effectively.
- Meet revenue and performance targets.

Requirements

- Bachelor's degree (MBA is a plus).
- 5+ years in technology sales, preferably cybersecurity.
- Strong knowledge of Thailand's channel ecosystem.
- Excellent communication and relationship-building skills.

Preferred:

- Vendor certifications and experience.
- Existing relationships with key partners.

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description